
IDEABRIDGE



The IdeaBridge White Paper Series:
Top Reasons CEOs and
Entrepreneurs Fail



TOP REASONS CEOs AND ENTREPRENEURS FAIL

1

The top Reasons Entrepreneurs Fail or are displaced by their Boards

- Top failures are: too ego-driven, lack of execution, haphazard hiring practices, lack of decisiveness, and failure to follow-through and deliver on commitments.
- Focusing on too many initiatives and starting new ones before they complete existing programs.
- A pattern of Flavor-of-the-Month initiatives and programs.
- Failure to have the critical audience review your ideas (i.e. failure to "pre-sell").
- Failure to execute and deliver as promised.
- Not getting things done due to a reluctance to push, push, push.
- Failure to pay enough attention to the financial health of the company.
- Failure to focus on results.
- Underestimating the costs of running the business; cash flow problems.
- Failure to put the right people into the right jobs.
- Failure or inability to quickly deal with the people and performance issues.
- Failure to generate enough new sales. Corollary: failure to collect on receivables!
- Lack of outside emotional support to deal with all the pressures of the position.
- Failure to get information directly from the source. (filtered info)
- Blind loyalty and blurred judgment with friends and confidants.
- Failure to keep confidences and secret information; trusting too many people.
- Failure to fire people when it's necessary.
- Failure to show a genuine interest in their people.
- Too much micro-managing instead of big-picture thinking and planning.
- Decision gridlock: Failure to make quick decisions; being indecisive.
- Failure to properly prepare for meetings with a defined, written agenda.
- Failure to follow up and track critical projects and assignments. (Trust, but Verify!)
- Too distant from the day-to-day operations of the business.